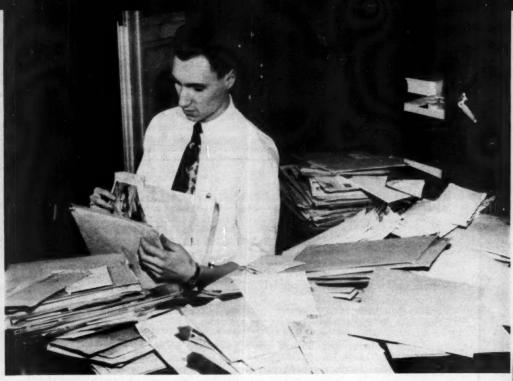
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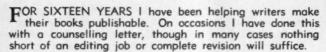


The manuscript mail on Monday morning buries the office boy's desk. He must sort unopened envelopes and deliver them to the fiction or article departments.

THE SECRET LIFE
of your manuscript

YOUR BOOK DESERVES THE BEST

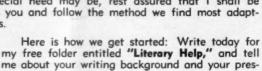
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GEORGE KELTON

Malibu 1,

California

Mostly Personal

A reader has sent me a newspaper clipping regarding the death of John Wilstach. His death occured recently in Rhinebeck, New York, where he was living. For thirty and more years he had been a professional free-lance writer.

Although he had not earned one of the large reputations in the literary field, John Wilstach had turned out his share of copy for all sorts of magazines—stories, articles, serials—and for books and at least two movies. His death was marked particularly by members of the A&J staff for two reasons: When the new editors took over the magazine a little more than a year ago, Wilstach had been one of our most cordial and staunch correspondents; and he had worked for improvement of the writing profession.

Periodically he would send some observation he considered valuable to other writers. We ran a few of these as "Tips From Our Readers." I should like to devote the rest of this month's columns to two more of them.

A.S.

THE INTAKE

Many writers have a way, without actually fibbing, of hinting at great income that they wish would exist but actually is hopeful thinking. There are writers who get into the big money. But the normal professional just gets along. He may, and will, mention a couple of great sales that wouldn't seem much, over many months.

This illusion makes a beginner think: "Gee, why didn't I hear about all this before? This easy dough has been around, and I haven't heard about it."

Well, alas and alack, and oh, world without joy or happiness, there is no easy money in writing. There can be good breaks, but they don't come along every day, month, or year. The competition is terrific.

What I'm leading up to is this: A gal or guy should go several years, with sales, before giving up a regular job. Don't let one spurt mislead. And don't listen to the siren stories of those who pose as "established writers" or "arrived." There are only two or three score in the entire country who have "arrived." Be a writer, by all meansy-but if you become one just because of the alleged financial rewards, you are, save for one in thousands, kidding yourself. And in the meantime don't listen to any free lancer throwing his financial weight around. There's something healthy about this game which keeps tame bulls ever within tossing distance.

AUTHOR'S CORRECTIONS

The subject of Author's Corrections—an item a new writer will find in his first book royalty statement—is a sore one. What happens, of course. is this: The author is sent galley proofs of his work and is asked to correct "printer's errors" or to make any "author's corrections" that he deems necessary. The understanding is, to be sure, that he will be charged for the latter, not the former.

Here is where the puzzle comes in. Where does a printer's error end and an author's correction begin? To any person knowing anything about printing, it would seem that printers' errors come under the little errors that need correcting in the natural course of proof reading, that is, punctuation, broken fonts, words run together, misspellings, margins not straight, and so on.

But what happened to one author shouldn't have happened. He did the usual proof reading, certainly printers' errors; yet on his first statement was a charge against him, for author's corrections of \$50. Yes, this is an outrage. The next book he had published, when he received galley proofs, he sent them back to the editor of the book house, with this note: "There are some printers' errors in this book proof. Find the errors yourself or have the printer do it. Unless you

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-Lincoln (Nebraska) Journal

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THE SECRET LIFE OF YOUR MANUSCRIPT

by Harriet Crittenden

A&J thanks the staff of Redbook for their cooperation in preparing this picture feature.

Jack Garber's photos help to tell the step-bystep journey of a manuscript through the office of a large magazine.

Doris Moskowitz, whose job it is to read all unsolicited fiction manuscripts, winnows from the slush pile, on her left, a story from a new writer. She starts a progress sheet which is passport to the fiction editor's attention.

Fiction Editor Lilian Kastendike and her two assistants, Doris Moskowitz and Ruth Kleperer, discuss the good and bad points of a story. Miss Kleperer gives a first reading to manuscripts sent in by agents and name writers.



April, 1951

Lilian Kastendike, fiction editor, seeks the opinion of Senior Editor William B. Hart, who contributes the male view point on a story.



Robert Brown calls the attention of Article Editor John B. Danby to an article sent in by a new writer. Robert Brown reads the article slush pile, while Mr. Danby's other assistant, Carl Kaujmann, checks on the facts in purchased articles.

Last year, Redbook bought about one story a month from new writers, some brand-new to Redbook, a few making their very first sale. The unsolicited manuscripts (slush to editorial offices) are as carefully read as material from name writers, reports Wade H. Nichols, editor.

Fiction stories from unknowns land on the desk of the fiction editor's assistant, whose job it is to read the slush. She feels it is a red letter day when she can approve enough to pass a story along to the fiction editor for a reading.

All the suggestions for possible revision that a progress sheet may collect, in as many readings as the fiction editor thinks wise, are boiled down by the senior editor for review by Mr. Nichols, before specific suggestions for revision of the story are mailed to the author or his agent.

Redbook has the reputation for writing long, detailed letters to authors, suggesting revisions on "almost" manuscripts; and for reading as many revisions as are necessary for the writer to whip them into the product that Redbook wants to buy.



The article editor talks over an article revision with an author. Revision suggestions are offered by mail sometimes. The wise writer will write to Mr. Danby outlining the article idea, awaiting the green light before working on the article itself.

Her comment on these stories goes on a form called "Redbook Progress Sheet," topped by the author's name and address, date received, date read, and other routine information.

Once a progress sheet is started, the story is on its way to be considered by Fiction Editor Lilian Kastendike. She may agree with her assistant's favorable opinion enthusiastically enough to pass the story along to the editor, Mr. Nichols, who has the final word. If she disagrees completely with the favorable comment, she will mark it as a reject. But if she should be undecided, she may confer with someone else. Should she want a male viewpoint, she may discuss the story with Senior Editor William Hart, who is what Mr. Nichols calls Redbook's switch hitter. This means that he works with both the fiction and article editors. His chief job, however, is to contact publishers or agents with a view to buying serials or booklengths for the magazine, and to contact out-of-town authors of promise.

Should the writer balk at some concrete revision idea, compromises are often arrived at with the article or fiction editors.

The same vibrant interest in the new writer pervades the atmosphere in the article department and the article editor and his assistants parallel the procedure in the fiction department. With one difference. An unknown writer would do well to write the article editor about his idea for an article, and find out whether Redbook is interested in the idea itself, before he goes ahead and does his research.

Redbook's price to a new writer is flexible. A new writer can count on getting as high a price, on a first sale, as any other big slick will pay, and after a couple of sales, the price will be upped, according to how good his work is.

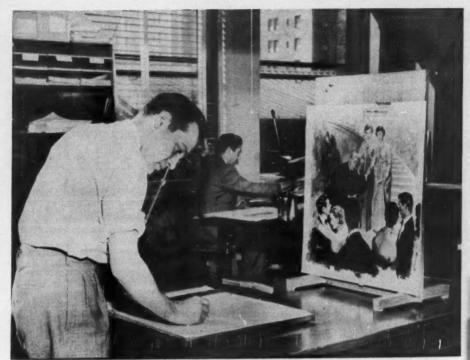
Evidence of Redbook's interest in the unknown writer is the list of writers who have sold there within the past year. Helen D. Szold, Lily Scott, Bethel Lawrence, Philip Ketchum, and Ralph Fratila all have appeared or will appear in Redbook's pages in 1950 and 1951. Jeremy Gury, who had sold only one story (not to Redbook) sent in a novel, which was purchased. All the above writers were discovered from the "slush."



Research man, Carl Kaufman, checks the facts in a purchased article. A big slick takes no chances on reader-criticism.



The final word on liction and articles womes from Wade H. Nichols, editor. He does not often read manuscripts in his office, prefering the peace and quiet of his home where he says, "I can concentrate on manuscripts more pasily there."



Associate Art Editor Bill Block prepares illustration for a Pearl Buck story from the artist's original painting. Art and Editorial work in close harmony.

The typing department where "sorry cards"—rejection slips to you—are born. A permanent record card, including date of return, is typed for editorial office file. A label, calling attention of the author to the omission of stamped, self-addressed envelope, may be necessary. Here purchased manuscripts are copied, for the use of the art department, editorial department, and the printer.



April, 1951

EAT YOUR WORDS

RADIO WRITING-A LUCRATIVE BUSINESS

"Oh, if I could only *live* by my typewriter!" How many times have you heard potential writers voice that cry?

You can make a living with your typewriter anywhere in the United States. I've covered a good portion of these forty-eight states, and I've done it. You can do it.

If your budget will balance with a minimum income of \$50 every seven days, you can earn it with your typewriter pounding the keys not more than eighteen hours weekly with another two hours added for research. And good news! There's a market for your work probably within walking distance from your home.

With reasonable care in budgeting your income you can meet the landlord with something approaching a smile and put an occasional hamburger near the bicuspids with your income from radio writing. You can do this writing at home with plenty of time left over to turn out that article, short story, or best seller that has been kicking around under your Stetson for so long.

"But I don't know a thing about radio writing!"
If you can do a half-way decent job of putting words together, any announcer who has worked at a radio station more than three months can show you the technical part of putting a script together in twenty minutes.

Best of all, with nearly two thousand radio stations in the nation there must be one near you. Probably a half dozen available for less than one dollar round trip bus ticket.

"I've visited the radio stations and they won't buy my stuff."

Perhaps you have been visiting the wrong people. Sell to the fellow who pays the bill. The ponsor.

A handful of the nation's radio stations will buy an occasional idea from a free lance. The larger stations have staffs paid to get ideas and work them out and in the smaller stations that's part of the program director's job.

If you try to sell free-lance material to advertising agencies, check your bank balance carefully. That first check is likely to be a long time coming.

Radio writing is transient and not as satisfactory to most serious writers as turning out a good article, short story, or book. Your words are on the air a few minutes; then you're left with a memory and a copy of your script.

There's something mighty satisfactory about knowing that you're a full-time writer, however. Writing for radio, while you're waiting to become a selling magazine writer or author, can be a profitable means toward an end.

If you're capable of meeting people, making

RUSSELL E. OFFHAUS

friends, selling yourself as well as the material you write within three months after reading this article you should be making your typewriter earn your living.

Don't rush blindly down to your local Chevrolet dealer and tell him you have a sweetheart of a radio program for him. It requires a little preparation. And by all means, don't quit your present job until you're sure of your footing.

First analyze the radio programs in your area from the standpoint of what programs don't the stations have. What new programs would create interest in your community? Remember, programs unfamiliar to your community are new whether they are original or not.

In terms of saleability, any ideas you have for programs must have local interest.

Possibilities for programs of local interest include little known facts regarding people and places in your area. If you live near a large river, lake, or the sea, you should find plenty of material around which you can weave interesting programs. A saleable idea is any novel twist to a quiz program. Department stores and stores selling home appliances particularly like programs in which various women's organizations can participate. They frequently kick in with some valuable prizes.

One of my pets has paid me more than six thousand dollars in four years. It's a half-hour, once-a-week shot and it never required more than three hours to write. I tie in events of past years, gleaned from local newspapers of those years, with the music of the era, and it makes a very interesting program.

If you use music remember that "live" talent will cost your client more than recorded. The more a program costs the more difficult it is to sell. Stick with recordings if possible and keep away from any program idea requiring extra production costs.

Be sure you are thoroughly familiar with any program idea you might have before you present it on a prospect. Write at least five scripts of your idea before visiting your first prospect. It's unnecessary to write the commercials. Designate in your script where the commercials, and the music if any, will be inserted. Include the titles of the tunes.

Some of your prospects will want to keep a couple of scripts while they "think it over." 'After they've seen the original they'll have no objection to taking a carbon, so make several.

tion to taking a carbon, so make several.

Now for the leg work. It's time to canvass the merchants. You'll be smart to use every contact you have. It's easier to talk with, and sell, a prospect when you have a contact rather than to walk in cold.

Your pitch to a prospect will depend greatly upon your personality. Impress your prospect with the fact that you have an idea for a program which will create local interest and increase his business. Above all, be confident that the program you have to sell will do exactly that.

Another point, and an important one. Mention during the early part of your conversation with your prospect that you represent no radio station.

Conversely, discouragement and over-confidence are both dangerous now. Some prospects will "think it over," others will exhibit no interest whatever and some will be downright rude. And a few nibbles don't mean that you have landed the fish. Prospects tend to wax hot and cold. The first one to put his signature on a contract is your oyster. Save the others for another idea after the first one is sold.

When the going gets tough remember if a program is sold for even ten dollars a show and if it requires five hours to write it—which it won't—you are being paid two dollars per hour. That's not had money even in these days.

not bad money even in these days.

Money is a pleasing subject to a writer, so let's dwell on it for a moment. How much should you

charge?

You'll be setting up your own price yardstick in most communities. Use your good judgment and charge as much as the traffic will bear. Any radio station community indicates business possibilities are good enough to pay you at least ten dollars per half-hour program. Shorter and longer programs should be priced accordingly.

If you live in a key network city, New York, Chicago, or Los Angeles, it would be wiser for you to become acquainted with some of the suburban areas where there are radio stations and make your pitch to those merchants in the

smaller cities.

The moment you find a prospect with more than a passing interest in what you have to sell, get right down to cases. Ask him how much he can afford to spend on radio advertising each week. Let's assume his budget will not stand more than \$150 weekly. It's time now to visit the sales managers of the radio stations in your area.

Without divulging your prospect's name or business, tell the sales manager exactly what you are trying to do and that you have a hot prospect. His ears will shoot up like a rabbit's. He'll be more than anxious to cooperate by acquainting you with the cost of time, frequency discounts, and any other charges that might be involved.

By all means return to your prospect with the total cost, which will include talent fees, if any, line charges, if the broadcast is to be a remote, engineer's charges, and anything else that will

affect the total cost of the program.

On a station where there are no established talent fees for the announcer, \$2.50 per half hour program would be a reasonable figure. It's wise to include a fee for the announcer because he'll knock himself out doing a good program for you. Be sure he receives it. There have been occasions where announcer's fees have been diverted.

For a client with a small budget, select a station with a low card rate for time. Let's assume the rate on one of the stations you contact is \$45.60 per half hour for class B time, which might be between 6:00 a.m. and 5:30 p.m.

A little quick work with a pencil will show you that a \$150 budget will break down something

like this.

Two programs weekly	\$91.20
Announcer's fee	5.00
Your fee	20.00
Total	\$116.20

One more weekly program would add \$58.10 to the cost and ten dollars to your income each week. The three-a-week schedule will cost your prospect \$174.30, only \$24.30 above his planned budget. Whether he'll buy three or two a week is pure salesmanship.

When you arrive at the point where your prospect is just about sold, tell the sales manager of the station you've selected, the entire story, including the prospect's name and business. Either the sales manager or one of the station's salesmen will go with you now with a contract ready to be signed. The salesman may give the final pitch which will put the sale in the bag for you.

The contract which the client signs should have the entire cost of the program written on it (not broken down) plus the number of programs per week, the length of the programs, half hour, quarter hour, etc., and the term of the contract, 13 weeks, 26 weeks, etc. You will collect your fee from the station at whatever pay periods the station has established.

Until you have sold enough programs to cover your necessary expenses each week, keep right on selling. After the first sale you will have learned

some of the tricks.

Your clients won't renew every time a contract expires, so have another idea in stock and a couple prospects interested. Of course, when a contract is not renewed try to sell that same program to another prospect, possibly one who exhibited previous interest. Once you have a program on the air, try to keep it there.

Avoid over-selling yourself. If you expect to see your work in print, be careful of going overboard with radio writing, or you'll find yourself with less time to turn out that magazine story or best-

seller than you had before.

Does it sound like hard work? It's actually not as difficult as it sounds. You might bear in mind that living by your typewriter is no well-paved road to a mansion and swimming pool regardless of what you turn out.

PERPETUUM MOBILE

Those cut 3 x 5 cards
Of "regretful" rejections
Are very convenient
For poetical reflections
To smooth out more poems
To receive more rejections,
To jot down more thots
And send more reflections.
Those 3 x 5 cards
Of "regretful" rejections...

-Gwynnyth Gibson

two Approaches to Writing

CATHARINE BARRETT

Authors are frequently quoted as advising young writers, "Do not think about your reader. To think about the reader is to falsify your work, to become commercial, to be destroyed as an artist." Yet writers are also told constantly by teachers and editors and other writers, "You have to consider your reader, you have to work for reader reactior."

Which counsel should be the writer follow?

He must follow both. Contradictory as the two may seem, each has a rightful place in the process of the writer's production. The solution for the writer who has been puzzled by the seeming contradiction is to understand clearly where each admonition is to be applied. He must be aware that writing as an art is the result of a dual process: the process of conception, and the process of communication.

All art is, ultimately, communication. The aim of every artist is to convey a concept or idea from his own mind and heart to the mind and heart of another. The communication may be through the medium of sight, hearing, touch, or language. The ceramist, for example, dreams up a bowl flaring in shape, deeply glazed with dark rich red. It is a beautiful image in his mind. Is that enough? Does he not also have to execute it in clay and paint?

Certain groups believe that a man is as much an artist when he holds in his mind's eye the image of beauty as he is when he has executed it. But danger lies in such belief: the danger of arrogance and aesthetic snobbery. Such snobbithness is all too readily acquired—it is so easy to claim perfection for the image in one's mind, but so difficult to execute it with the same perfection!

There is also the artist "for Art's sake alone" who believes in executing his concept, but in total disregard of his audience. This attitude is sometimes too readily condemned, for there is a point in the process of artistic production where the attitude of disregarding the audience is of great value. The writer does well to recognize and respect its values, but he must learn to determine the fine line that divides the area in which such an attitude is desirable and constructive from the area in which it has a destructive influence upon his work.

If he understands the dual aspect of the creative process, he will realize that in the first stage he must disregard the audience—the spectator or reader or listener—and must concern himself only with the material and himself. (The term himself as

used here means the individual, his nature, his attitudes, his feeling for his medium, his knowledge of art form.) He decides, consciously or unconsciously, what aspects of himself, his attitudes and emotions, he will express through his materials. The materials themselves may govern his decision, yet in that case it is a matter of the materials working upon him. Whichever way the directive goes—or if it works both ways, reciprocal action of one upon the other—a flow of feeling must exist between the artist and his materials, a rapport struck between the material and some aspect of himself. During this stage of creation the writer should not be influenced by his prospective audience. The process should be a wholly personal one. It may take place altogether in the mind, or it may begin forming in written words.

This initial stage in creation may be instantaneous. Or it may be a slow development—a gradual unfoldment and clarification, taking place seemingly of its own motive power, or encouraged through consciously applied means. But until it has been completed, until the writer has a clear vision of the story idea and his feeling for it, he must keep his awareness of his audience apart from it.

If, in this stage, self-consciousness enters inthe desire to display his superiority in knowledge, ability, or sensitivity—the creative process is invalidated. The concept becomes tainted with alien social values; then it not only ceases to be a true expression of the artist, but it tends to repel the audience it was intended to attract.

A writer may, however, be humble and still invalidate the creative process. Through that very humbleness he may discredit his own tastes and values and concern himself with what the reader wants. Or a writer may be neither selfconscious nor humble and still be in danger of invalidating his work: he may approach his writing with the attitude of a business man who wants to know what readers want so that he may know what he can sell to the editors. It is true, of course, that some fiction developing from knowledge of what the reader wants, plus a degree of workmanship consciously applied, succeeds commercially. There will always be a place for artisans in every field of art. They are to be commended for their craftsmanship and credited with their successes. Their work merits respect and may be used as a valuable example of writing mechanics. But here we are directing our analysis toward the sincere artist who wants to understand what is required of him if he is to function fully in his world.

In the initial stage of his work, therefore, the writer should take time to develop a feeling for his material. He should let his vision of his story be an expression of himself; he should safeguard this original concept, keeping it intact through any further shaping.

Then he is ready for the second stage.

The aim of all art, as we have said before, is to communicate—to transmit an image, convey an idea, from one individual to another. In the mind of the ceramist is his vision of the flaring red bowl. He wishes to share his vision, to communicate it. He goes to work on the clav, shap-

ing it, forming it. He makes as accurate a representation as possible of his vision of the shape. He works with the paint until he has the color and the shadings he has visualized. He uses glazes with the same exacting care. When he has completed the bowl, he stands off from it, viewing it with the eyes of a stranger, asking himself, "Is this true to my conception? Will someone else see what I saw?" All his labor, all his craftsmanship have gone into translating his original personal vision into an object, a medium, that will carry over the same impression to another individual.

The musician "hears" a melody. It may be a single concept, coming instantaneously; or it may be a melody that grows in his mind or under his fingers. It has a quality, an identity, which affects the musician himself. Is that enough? It was not enough for Beethoven or Handel or Mozart. We would not know their names if it had been. From that stage of recognition, the musician undertakes the tedium of developing form, of setting down a score, often also the arduous labor of full orchestrations. Why? Because he wants others to hear what he has heard. He wants to share his concept or experience, to communicate it.

This process of translation, which is the means of communication, is the second stage in the process of writing. And this is where we must be objective about our work. To function fully as writers, we must at this point consider our audience, our reader.

In the first stage of our writing, when we are dealing with conception and with clarification and expression of our ideas, we work from the inside out. In the second stage, when we are concerned with conveying that concept and those ideas to someone else, we must go to the outside and work back.

We must understand reader psychology. We must know primarily what appeals to him, attracts him, holds him. We can't tell him our story unless we can get him to read it, and read it through to the finish. In understanding this, we learn story form.

The form of the short story functions to attract, hold, and satisfy the reader.

We must know what affects the reader and how it affects him-words, rhythm, sentence and paragraph lengths and formations, sequences, pacing—all the mechanical aspects of writing. We must know what values he places on character qualities, social codes, abstractions.

The reader's emotions and attitudes are the strings upon which we will play. The tune may be ours, but we have to know what strings to pluck and the most effective method of plucking them.

The sincere artist who wishes to write for profit is considered by cynics to be a combination of two irreconcilable parts. Cynicism contends that one cannot be a sincere artist and still write profitably. We know this to be untrue, for we have the proof of sincere artists who have achieved financial success through their writing. We may do likewise if we learn how to reconcile the two aspects. A writer maintains his sincerity and remains the artist through the first, highly personal process—visualizing a true expression of the combination of himself and his material; and he achieves success through the second, objective process—translating his visualized concept into terms that will accurately communicate it to the reader.

WHAT'S IN A NAME?

MARY MACK

Naming contests are very popular and have a wide variety of forms. There are commercial naming contests, in which you are required to name a phonograph, horse, puppy or baby, which is either connected with some radio program sponsored by a firm that sells cereals, baby food, etc., or is pictured in an edvertisement in newspapers and magazines. There are other naming contests, in which you are required to name a cartoon or photograph, which has no connection whatever with a commercial product.

There are many ways to arrive at these names (methods follow) but you must take into consideration the rules of the contest. If the names are to be judged WITHOUT a qualifying statement, then your name MUST be original, or you haven't



a chance of winning a prize. Sponsors cannot afford to hand out thousands of duplicate prizes for tieing names. If a qualifying statement is called for, such as "I choose this name because" or "I like Soandso's product because," then it is possible the

judges will choose a name that is duplicated and apt, and the quality of your statement will govern the size of the prize you will receive.

There have been quite a few contests of this kind in the past. Some years ago, the Borden Company asked for a name for the baby bull they use in their advertisements, and I believe some five hundred contestants came up with the name "Beauregard" -but their statements were the basis of the size of the prizes. More recently, a contest of this kind was the naming of the new Kaiser car, and the top prizes went to contestants who submitted "Henry J," which is being used as the name of the new car. However, here also, the quality of the statement decided whether the entrant would receive \$10,000 or \$50. Other names won in this, too, such as "Pioneer," which was duplicated, and a few others; but here also the quality of the statement governed the size of the prize. In these two contests, it happens the winning names were used in advertising, but it has happened that a company will offer a huge amount for a winning name, pay the prize, and forget the whole thing. They are not bound to use it, if they do not wish to.

Here are a few techniques used to coin original, apt, and winning names. Whether you are naming a horse, a baby, a flower or a cake, put down all the things that can possibly apply to it. When you have a long list of apt descriptions, you can start to coin your name.

You can, for instance, push together two words that sound rhythmical. Some years ago, there was a contest to name a Pullman train. Some of the winning names suggested that the contestants wrote down such words as luxurious, streamlined, masters the miles, land liner, a mansion on wheels, etc. From the following names you can see how they were "pushed together." "American Milemaster," "Lux Landliner" (here the word luxurious was shortened), ditto here—"Swiftlux." Other examples of this method are "Perkwell" for coffee, "Goldentone"—also for coffee—"Gadaladdin" (gal alladin) for a portable radio, and "Gayspun" for a dress.

Then there is the method of using two words that sort of "run into" each other because one word ends with the same letter as the next word starts with. For instance, in a contest to name bicycles, the following were winners: "Fleetraveler," "Nomadaisy," "Treddlease"; miniature racing autos were called "Dashawk," "Autoboggan." "Beautility" has won for a number of different contests.

You can coin a name by taking one word and changing a syllable. For instance in Minneapolis a winning name for a carnival was "Playcation Time"—Vacation turned into Placation. You could call a portable radio a "Playcation Companion." In describing a pastry made with Caramel, a winner coined the name "Caramedal," because it was good enough to deserve a medal.

As in other types of contests, alliteration is good in naming contests. In addition to other methods to coin names, if you add alliteration you add just that much more merit to your name. A first prize winner once called a cake "Harvest Holidaisy," which shows double techniques. "Speed Spartan" was winner for a typewriter, "Golden Goblet" for an orange, and "Brew Buoy" for a coffee.

If possible, sponsor value put into a name gives

it that much more chance of being a winner. Some time ago, the Ward Bakers had a contest to name a puppy—a winner was "Little Lord Val-U-Ward;" another contestant won \$500 for naming an oil burner put out by the Quiet MAY Oil Burner, by calling it Ther-MAY-Lator.

Another naming trick is rhyming. In a contest sponsored by Candicod, some years ago, to name five kittens, the following were winners: "Fluffy, Cuffy, Huffy, Buffy and Muffy"; also "Candee, Grandee, Dandee, Tandee and Sandee." Other rhyming can be done with two words naming one thing—for instance "Nil Chill," a blanket, "Hava Java" for coffee, "Sun Spun," an orange.

You can paraphrase a proverb, well known book title, etc., and come up with an original name for toothpaste "A Miss is as good as her Smile," for a bicycle, "Foreverambler."

Another technique is simplified spelling — an orange was called "Nuking," a prize winner named a bike "Hurribak," and prize winning name for a new pickle was "Pic-L-Joys"; a new perfume was called "UTH."

Very often it isn't even necessary to resort to techniques, if you will make your name apt for the product. A few winning names of this type are "Queen Aroma" for a rose, also "Blushing Belle"; "Family Favorite" and "Table Chief" were names for bread.

Sometimes you are asked to name twins of a specie. You can come up with some cuties on this by using two words that are related. For instance, here are some winning names for a transfer pattern that showed two scotties: "Mac and Tosh," "Bric and Brac," "Dine and Shine," "Andy and Dandy," "Dizzy and Busy," "Lads and Plaids."

In naming a baby, it is very foolish to come up with an ordinary name, even if you think it is pretty, because it will be duplicated by the thousands. The thing to do is get a book of names, study their meanings, and then combine two names, using part of each. For instance a top winner in a Pepsodent contest for naming a baby came up with "Arbadella"—which is made up of Arba, which means proud ruler, and Della, fair one. A winning name, "Trinelda," was composed of the Greek name Trili, meaning pure, and Nelda, meaning rich.

In naming a cake (there are many cake naming contests, usually sponsored by some flour concern) consider the ingredients of the cake, also the sponsor. A winner in a Pillsbury contest was "Pillsbest Fondlets"; another cake was called "Orangespun Walnut" for obvious reasons; another, "Cherenut Pineapplettes."

Here are some winning names for hosiery: "Sheenderella" (a play on Cinderella), "Beautopian," "Nelastic" (knee-lastic), "Joy Wear." You can see they are apt. Here are a few apt winners for a blanket: "Woolsnug," "Nil Chill," "Fleeciesta," "Fluffycote," "Magicover." Study the different methods in these names.

How about reversing names when you have to name two, such as "Hisnibs and Nibsih," or "Lynopard and Pardolyn"?

With all these methods at your finger tips, you should come up a winner in the next naming contest.

ADVISING THE BEGINNER

ALAN SWALLOW

I have been selling fairly regularly to a few markets, and now I'm interested in trying the "fact detective" magazines. How does one go about it? I see a news story of a murder in the daily paper here. Can I use that case? How do I get information?

In the fact detective field, the query and the tentative assignment are practically indispensable. Sensational crimes are widely publicized; each one will be noted by many fact detective writers, each of whom might try to turn out a story for a single magazine. Time would be wasted for many writers, editors, and informants for each case.

Therefore, the normal procedure in this field is for the writer to query an editor about a case which breaks into the news or otherwise. If the editor looks on it favorably and has not tentatively assigned it elsewhere, he will make such a tentative assignment to the writer of the query. Presumably the editor will "hold" that story for the one writer and will not assign it to another writer or consider another manuscript, if the writer who has the assignment does a reasonably expeditious job.

The beginning writer in this field needs to keep one thing firmly in mind. Sensational and obvious cases will be noted by professionals, who will be querying also. And if you were the editor of such a magazine and you had queries coming in almost simultaneously from a half-dozen writers, one of whom had performed excellently on several assignments for you, two or three of whom had done a piece or two, and two or three were completely unknown to you, what choice would you make? (In fact, most professionals will wire or telephone about such cases as soon as they break, to get first chance, if possible, for writing the story.)

For these reasons, the beginner in the fact detective field has little opportunity to get even a tentative assignment for writing those cases which seem most obvious. His best chances are in the following: (1) A case which is not so sensational as to be widely reported in the news. Such a case may not make a long, important story; but sometimes some aspect of it—in crime detection, story interest, or whatever—may make it worthy. (2) The chance opportunity of learning about a case even before it breaks into the news, in which case the writer can perhaps get his request in ahead of others. (3) An older case, not now publicized, but still interesting because of the nature of the crime, the problems in detection, etc.

of the crime, the problems in detection, etc.

Of these three, the first two are largly dependent upon chance; if the writer depended on them alone, he might have little opportunity to break into the field. If he is in earnest, he may well want to consider the third as his best chance. After he has sold a few pieces, he will then be in such a working relationship with an editor that he

can get assignments for the more spectacular cases, in competition with others who have sold.

Most crime solving seems to be done by police. So the information for most cases is secured from police officials, who are normally cooperative in providing information, time for interviews, etc., to the fact detective writer.

This fact accounts for the heavy emphasis upon the police in the normal fact detective story. It accounts for much in the evolved method of writing and presenting these stories. I have not discussed, above, that method of writing; but if the would-be writer in this field has a sense for rapid and dramatic story-telling, a study of the magazines themselves will teach him the special methods of presentation.

Should I insure or register all valuable pictures with manuscripts? Or does this bother an editor

Usually pictures are no more valuable than manuscripts, and we send our scripts without registering them. The exception is the very rare irreplaceable kind of material—which the author doesn't normally have, since he has a carbon of his script and the negatives of his pictures. My advice would be to use regular mail—with good packaging; use the insuring methods for unually valuable papers or pictures. A few writers will disagree with me, and they follow the practice of registering or insuring almost every script.

Do I send picture releases with the pictures, o does the editor take my word that I have them o can get them?

The editor is not likely to take your word that you have them, if he accepts your pictures. He will want to file the release or have a copy made. This does not mean that releases have to be sent along on every submission, since they can be for warded after acceptance. I believe that practice is divided between the two methods. Personally, I would try to get more than one copy of a release made, if it were convenient to do so, and then send a copy with the submission.

LOVE ME-LOVE MY DOGGEREL

Tell me 'm lovely—I'll like it.
Tell me you pine for my smile.
Whisper you can't live without me,
I'll treasure the thought for a while,
But say that my writing's a nuisance,
My songs are a bit off key,
Reject my talent as worthless—
Then you'll make no headway with me!

-Catherine E. Berry

Handy Market List

Published Every Three Months

STANDARD PERIODICALS-A

American Legion Magazine, 580 5th Ave., New York. (M) Out of market for fiction. Articles handled on assignment. Guery. Joseph C. Keeley. High rates, Acc.
American Magazine, The (Crowell-Collier), 640 5th Ave., New York 18 (M-25) Short stories 309-5609, complete noveletics. American Magazine, The (Crowell-Collier), 640 5th Ave., New York 17. (M-25) Robert Meskill, Fiction Ed. First class rates, Acc.
Argosy (Popular), 205 E. 42nd 88., New York 17. (M-25) Short stories of colorful, adventureful, dramatic living, to 5000, noveletics, 10,000-15,000; Articles, 1500-5000, first-person adventure, personality, sports, pelenos, medicine, living: features and personal personal control of the colorious of the colorious and personal colorious. Berry Mason, 82. Dir.; Rogers Terrill, Exec. Ed.

Argasy (Pepsiar), 205 E. 42nd St., New York 17. (M-25) Short stories of colorful, adventureful, dramatic living, to 5000. Short stories of colorful, adventureful, dramatic living, to 5000 ture, personality, aports, science, medicine, living; features carcooms. Jarry Mason, Ed. Dir.; Rogers Perrili, Exec. Ed. Aliantic Menthly, & Arlington St., Boston 16. (M-50) Critical essays, human-interest articles, 6000-6000; sketches, short stories, 4000-10,000; verse; unusual personal experience; hisaliterary standard. Edward Weeks. Good-6000; sketches, short stories, 4000-10,000; verse; unusual personal experience; hisaliterary standard. Edward Weeks. Good-600; sketches, short stories, 4000-10,000; verse; unusual personal experience; hisaliterary standard. Edward Weeks. Good-600 rates, Acc. (M-free; 1000-1000) words and photo. No cartoons, poetry quizses, fillers of the oddity type, first-person accounts of vacations or cours. E. W. Morrill. Acc. Supplementary rights released. Calliers (Crowell-Collier), 440 bih Ave., New York 19. (W-15) Cours. E. W. Morrill. Acc. Supplementary rights released. Calliers (Crowell-Collier), 440 bih Ave., New York 19. (W-15) cours. E. W. Morrill. Acc. Supplementary rights released only rarely. Knox Burger, Fiction Ed. First class rates, Acc. Cammentary, 34 W. 33rd St., New York 1. (M-50) Political. economic. sociological, religious. Short stories, 2500-4000. Verse. any length. Elilot E. Cohen. 36. Acc. New York 20. (M-25) Unstanding short stories under 5600; photos fillers, one-pagers; lokes. Not inction or poetry. Fritz Bamberger. Good rates. Acc.; fillers, Pub. Commopolitam Magazine (Hearst), 959 8th Ave., New York 19. (M-25) Outstanding short stories apolety. Fritz Bamberger. Good rates. Acc.; fillers, Pub. Compolitical muder of the conomic services of the conomic services, specially action, 2000-2000. Sept. Commopolitam Magazine, 50 E. 42nd St., New York 17. (M-20) Articles to 3500; cartoons; mystery, outdoors, western fiction to 5500. School conomic services, politics, bosiness, mailty



"I can't use it, but I'll buy it to help you out."

Feriuse, 9 Rockefeller Plans, New York 29. (M-1.25) Articles with industrial tie-up, 25% staff-written. Some source material purchased. C. D. Jackson, Publisher.

Harper's Magazine, 49 E. 33rd St., New York 16. (M-50) Timely articles for intelligent readers; short stories; essays; fillers; verse. Frederick Lewis Allen. Clood rates, Acc.

Here's HOW: The Magazine of Money Making Ideas, 1512

Jarvis Avc., Chicago 26. Feature material, with or without you get ahead by teiling how," 1000-2000; fillers with profit angle; cartoons, Raymond E. Brandell. 3c up; \$10 cartoons, 10 days after Acc.

angle; cartoons. Raymond E. Brandell. 3c up; \$10 cartoons; 10 days after Acc. Holiday (Curtis Publishing Co.), Independence Sq., Philadelphia 5. (M.-60) Quality articles, well-illustrated, on places and places and state of the control of the cont

interest to the family, 1500-3200; some family service articles, Acc.

Janet Bleeh \$50-\$100 for fiction, up to \$50 for articles, Acc.

Jeurnal of Living, 1819 Broadway, New York 23. (M-25) Inspirational, philosophic and practical advice articles on longev-living the state of th

., 105 E. 35th St., New York 16. True adventure stories adventure fiction, 2500. Arthur L. Gale. Varying rates,

Acc.
National Geographic Magazine, 16th and M Sts., N.W., Washington 6, D. C. (M-50) Official journal National Geographic Society. Articles on travel and geographic subjects up to 7500; photographs. Gilbert Grosvenor. First-class rates, Acc. National Moterist, 216 Pine St., San Francisco 4. (Bi-M-13) Articles 1560, with glossy photos, on people and places rist West, history, travel techniques, outdoor. James Donaidson 2c, Acc., photos at varying rates.
National Felice Gasette, 1560 Broadway, New York 19. Factual National Felice Gasette, 1560 Broadway, New York 19. Factual fluxues; short Washington items. Harold H. Roswell. 2c up Puts.

Pult.
New American Mercury, The, 32 E. 57th St., New York 22.
Young men's opinion magazine; articles of interest to young
men, quality stories; no verse. William B. Hule. 3c up. Acc.
New Liberty, Medical Art Bldg., Guy & Sherbrooke 5ts.
Montreal, Que., Canada. (M-10) Short-short stories 800-155.
Shorts 2000-2000 Atticles on entertainment personalities, health,
Section riticles. 475 Acctively treated. Kelth Knowiton. Fletion,
Section riticles. 3 2000-30000 Aluctee on entertainment probabilities, articles, 475; Act objectively treated. Keith Knowliton. Fiction, articles, 475; Act objectively treated. Keith Knowliton. Fiction articles, 475; Act objectively articles, 475; Act objectively articles, 475; Act of the Act

Pageant, 535 5th Ave., New York 17. (M-25) By assignment

ACC. segeant, 535 5th Ave., New York 17. (M-25) By assignment only.

Fark-East, 230 E. 42nd St., New York. (M-25) Quality stories any length; 500-2500 articles of interest to New Yorkers; photos; fillers; verse; cartoons. A. C. Spectorsky. 350 up. Acc. FEN (Public Employees News), P. O. Box 2451, Deaver 1 Colo. (M) Articles 500-2000; fiction 500-2000; verse maximum colors of the color of the

"In Our Time" feature. Wade H. Nichols. Pirst-class rates. Acc. Beparter, The, 230 E. 42nd St., New York IT. (Bi-W-25) Social, economic, political reporting & interpretation, to 3500. Rarely uses short stories. Max Ascoll. 7c, Acc. & Pub. Reisrian, The, 35 E. Wacker Drive, Chicago I. (M-25) Authoritative articles on business and industry, social and economic problems, travel assetches, humor, essays, 1500-2000. Little Saga (Macfadden), 205 E. 42nd St., New York IT. (M-25) True adventure stories of the mind as well as of the physical type in all areas of interest to men, first person or third person; photos; some true humor; fillers; cartoons. Length 100 to 18,000. David Dressler. 5c, Acc.

Saiurday Evening Post, The (Curtis), Independence Sq., Philadelphia 5. (W-15) Articles on timely topics 1000-5000; short stories 2500-6000; novelettes 10,000-15,000; serials 15,000 to 73,000; lyric and humorous verse skits, carloons, non-fiction lillers, to 400. Ben Hibb. First-class rates, Acc. (Query on

society 2000-6002: novelectes 10,000-15,000: serials 10,000 or itorics 2000-6002: novelectes 10,000-15,000: serials 10,000 or itoric and numbrous processes. The control of the control of

novel length (20,000) each issue. Ken W. Purdy. High rates. Average of the control of the contro

STANDARD PERIODICALS-B

America, 329 W. 108th St., New York. (W-15) Articles on current social and political interests, rural problems, 2000-2500: short modern verse. Rev. R. C. Harinett, S.J. 2c, Acc. (Catholie).

83. Pub. American Weekly (Hearst newspapers), 63 Vesey St., New York 7. Features with photos, best lengths 900 and 1890. George O'Neill. Moderate rates, Aoc. Audubon Magazine (National Audubon Society), 1000 Fifth Ave. New York 28. (81-M-45) Frefer query first for articles on birds, mammais, plants, insects, wildlife, conservation; wildlife and conservation of region or locality; biographical sketches

of living naturalists; how-to-do and personal experience on wildlife projects, 1500-2500. Photos. John E. Terres. \$15-\$75, photos \$3 (cover picture \$10), Acc.

Beaver, The, Hudson's Bay Co., Winnipeg, Canada. Articles on travel, exploration, trade, anthropology, history in the Canadian Norta, up so 2500, illustrations of Clifford P. Wilson. 1½c, Pub.

California Highway Patrolman, The, Box 551, Sacramento, laiff. (M-35) Journal of California Association of Highway atrolmen. Articles on highway safety, 500-2500. W. Howard ackson. 1c, Acc.

ackson. 1c, Acc.
Camping Magazine, 705 Park Ave., Plainfield, N. J. (Mr-40)
rief articles, fillers, photos, cartoons, on subjects relating to
rganised camping. Howard P. Galloway. Ind.
Canadian Geographical Journal, 36 Elgin, Ottawa, Canada.
M-35) Illustrated geographical articles 1000-2000. Gordon M.
sallyn. 1c up, Acc.
Canadian National Magazine, 360 McGill St., Montreal, Canda. (M-10) Articles bearing on Canadian National Railways'
ctivities and railway problems, to 1500. C. W. Higgins. Park
civities and railway problems, to 1500. C. W. Higgins. Park

nda. (M-10) Arsures and railway problems, to love. Sectivities and railway problems, to love. Chicage Jewish Ferzes, The, 32 W. Washington St., Chicage Jewish Ferzes, The, 32 W. Washington St., Chicago Jewish subjects and minority problems only. Benjamin

Co-91.23 Articles, short stories, 2000-6000; poetry, art work, lewish and minority problems only. Benjamin Weintroub. 15c. Acc.
Christian Century, The, 407 S. Dearborn St., Chicago, S. (W-15) Articles on religious, international affairs, social welfare topics, 2009; verse, Paul Hutchinson, Fair rates, Pub. Christian Science Meniter, The, 1 Norway St., Boston 15. (The St. (Marchael and Science Meniter, The, 1 Norway St., Boston 15. (Christian Science Meniter, The, 1 Norway St., Boston 15. (Christian Science Meniter, The, 1 Norway St., Boston 15. (Christian Science Meniter, The, 1 Norway St., Washington, D. C. Original articles, translations, reprints of works on military subjects. Col. Joseph I. Greene, 2½-3c, Pub.
Commonweal, The, 386 4th Ave., New York 16. (W-15) Independent Catholic review. Timely srticles on literature artipublic affairs, up to 3000. Edw. 5. Skillin. 1c, Fub. Curreat History, 108-10 Wainut St., Philadelphia 6. (M-35) Objective analyses of political, social, or economic conditions: Descret News Margains, Descret News Publishing Co., P. O. Box 1257. Salt Lake City 10, Utah. (W-15) Western activities, particularly those dealing with Utah, Wyoming, Colorado, Idaho, Nevada, Montana, New Mexico, Arisona, 1000 words. Wester hotos. Limericks, anecoloce, \$1.8-2.50. Olive Burt. 1c, Photos \$2.50. Pub.

particularly those dealing with Utah, Wroming, Colorado, Inaho, Nevada, Montana, New Mexico, Arisona, 1000 words. Wester: photos. Limericks, anecdotes, \$1-82.50. Olive Burt. 1c, Photos \$2.50, Pub.

Desert Magazine, The, Paim Desert. Calif. (M-38) Illustrated feature articles from the desert Southwest on travel, nature, of the Control of the Control

Mostly staff witten or contributed by members of Jr. Chambed Commerce.

Grid, Williamsport 3 .Ps. (W-10) Clean short stories, adventure, mystery, love, Western, etc., 2500-3000. serials. Ods. strange pictures, brief text; Americaniams and family subjects personalities and articles of general interest, 300-800; sherillustrated articles for women's and children's pages; poems, illustrated articles for women's and children's pages; poems, theneth D. Rhone, 44 to 88 per short story, 2c for articles photos 33, poems, 31, Acc.

Hold-14, at W. 52m and ashion; top-flight model succonstituting to modeling and ashion; top-flight model succonstituting aneedotes by models and of models. Photos to illustrate and news photos of leading models. Robert B. Knight. Ins (No recent report.)

Hern Boek, 248 Boylston St., Boston 18, Mass. (Bi-M) Articles on juvenile authors and flustrators. Bertha Wahony Mille 1c, Pub.

Leatherseck, P. O. Box 1916, Washington 13, D. C. (M-2)

on luvenile authors and filustrators. Bertha Mahony Mille Le, Pub.
Les Alberneck, P. O. Box 1918, Washington 13, D. C. (M.21)
Les Alberneck, P. O. Box 1918, Washington 13, D. C. (M.22)
Military, out-of-door and civilian articles about Marine travel, adventure, humor, success, characters J. A. Donovan, Lt. Col., U.S.M.C. 1c, Acc.
Link, The, General Commission on Chaplains, 122 Maryians Ave. N.E., Washington 2, D.C. (Bl-M-25) Uses stories assarticles of 800 to 2400 words on subjects of interest to man and women in the service and patients in VA hospital; service (not combat); humorous, travel, hobby; cartoons. T. s. Rymer. Approx. 1c, 90 days prior to Pub.
Magazine Antiques, The, 40 E. 49th 6t., New York. (M-85)
Authoritative articles representing new discovery, or a new point china, metalware, furniture, etc., 1000-2500; Essays; news items; photos. Alice Winchester. 3c, Pub.; exclusive photos, paid for at cost.

Magazine Digest, 545 Fifth Ave. New York. (M-25) Fillers and jokes only. Archer St. John. 5c. Acc. Man's Werld (Lock Pub. Co.), 220 W. 43nd St., New York 18. Adventure fiction, articles, to 2500. 850-8100, Pub. Man to Wan Wan 1900. 19

Masses & Mainstream, \$32 Broadway, New York 3. (M-35) Political and sensoral articles, 3500; likerary essays and art criticisms, 3500; realistic stories of American life 5000; high quality poetry; Marxist Interpretation. Samuel Sillen, \$5 printed page.

Messerah Journal, The, 20 E. 69th St., New York 21. (Q-81.50) and the control of t

tor; cartoons to Art euror. Acc.

Acc.

People & Piaces, 3333 No. Racine Ave., Chicago 13. (M-Freerecord of the Communication of the

an principles to business, politics, community service, etc. urecalls stories, 500-700, for ages 4-8. Robert J. Cadigan 2-6. Profitable Hebbles, 24th & Surlington, Kansas City 16, Mo-M-25) Original bow-i-od-it articles built around hobby experience of a specific person, features demonstrating the financia possibilities of hobbies; stories built around individual abbrists, to 3000; cartoons. Fact items. T. M. O'Leary, ic. totas, 81-84, Pub. 48th St., New York 17. (M to greats of researches, 64 v. 18. Med. 18. Me

I'LL DO IT FOR YOU

Sick of rejects? I have ghost-written millions of words of stories, articles, books, for hundreds of satisfied clients. I may be able to help you see your name in print and make money on your raw material. Reasonable rates. Particulars FREE.

WILL HEIDEMAN

Jennie Jewel Drive

Orlando, Florida

Sperts Afield, 401 2nd Ave., So., Minneapolis, Minn. (M-25) Some short fiction used, to 3000 words, related to field sports; picture stories, articles, how-to-do-fot features, to 3000; fillers. Ted Keating. By arrangement, Acc. Step, 346 E. 57th St., New York 22. (M-10) Short-short articles on popular subjects, profiles, preferred length 1200. Arthur G. Bracz. Sch-3100. Acc.

The Relating. The Tribute New York 22. (M-10) Short-short articles, 340 shoular subjects. New York 12. (M-10) Short-short articles, 340 shoular subjects. The Tribute New York 17. Articles stressing principles of success; actual success stories of living people shelp of success; actual success stories of living people shelp of success; actual success stories of living people shelp of success; actual success stories of living people. Sunshine Regarding. The House of Sunshine, Litchfield, III. (M-15) Constructive, wholesome short stories to 1500. Henry P. Henrichs. Acc., based on merit rather than number of words. (No recent report.) P. 450 Lexington Ave. New York Suppense (Farrell Pub. Corp.; 450 Lexington Ave. New York 1000; novelettes to 5000, 2-5c. Acc. (Also uses suspense novels for separate 23-cent book publication.)

5.77897, The, 112 E. 191h St., New York 3. (M-50) Artic'es to 3500 in the field of social welfare; rarely verse. Modest rates, Pub.

Trees. The. 112 E. 19th. St. New York 3. (M.-50) Artices to 3500 in the field of social welfare; rarely verse. Modest rates, Pub. Swing, WHB Broadcasting Co., 1125 Scarritt Bidg., Kansas City 6, Mo. (Bl-M.-35) Articles, 800-1800, on science, knowledge, medicine, adventure, biography, hobbies, travel, culture, success, occult, etc., stories, 800-1807, cartoons, filters, 160-760; quisses, cocult, etc., stories, 800-1807, cartoons, filters, 160-760; quisses, These Times, Box 69, Nashville, Tenn. (M.-25) Inspirational and religious articles 600-600 and 1800-2000; verse on similar themes. R. E. Finney, Jr. 1c, Acc., verse up to 315.
This Day, 3558 S. Jefferson St., St. Louis 18. (M.-35) Short stories, novelettes, serials, articles, full of human interest on present themes. R. E. Finney, Jr. 1c, Acc., verse up to 315.
This Day, 3558 S. Jefferson St., St. Louis 18. (M.-35) Short stories, novelettes, serials, articles, full of human interest on present themes. R. E. Finney, Jr. 1c, Acc., verse up to 315.
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-Reeve Spencer Kelley

POETRY by your EDITORS:

The last two editors of A&J have been poets. Here is a special chance to secure the books in print which contain poems by Margaret A. Bartlett and Alan Swallow.

- 1. Just at the time of her death, Margaret A. Bartlett's collected poems, AFTERGLOW, was published by Sage Books, Inc. Priced at \$2.50, this book may be purchased in this special combination offer for A&J readers—price,
- 2. Upon the death of the owner of The Decker Press, properties of that press were released. We were fortunate enough to secure the lest 50 copies of Alan Swallow's first collection of poems, THE REMEMBERED LAND. Priced at \$2.00, these few remaining copies (without jackets) are available through A&J combination offer for \$1.40.
- 3. THE WAR POEMS OF ALAN SWALLOW is still available in limited quantity. This attractive small book was published at \$1.00. Through arrangement with Fine Editions Press, the A&J combination price is .85.

For the combination prices, order any two of the above books from AUTHOR & JOURNALIST, Denver 10, Coto. Special for all three books: \$2.50.

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WHAT THE EDITORS WANT NOW

Notes on immediate needs:

Humor and hobby and travel articles are needed immediately by *The Link*, 122 Maryland Ave., N. E., Washington 2, D. C. Slant is to men and women in the armed services or veterans in hospitals. T. A. Rymer is editor, and payment is at 1 cent 90 days prior to publication.

"Articles about collectors stressing not only what they have collected but more important how they have done it," says T. M. O'Leary, editor of Profitchle Hobbies, 24th & Burlington, Kansas City 16. Mo. Payment is 1 cent on publication.

Sensational fact articles to 2500 are immediately in demand by Arthur L. Gale, editor of Mr., 105 E. 35th St., New York 16.

Saga, Macfadden's entry in the men's field, wants outdoor adventure pieces now, writes David

Dressler, editor, at 205 E. 42nd St., New York 17. "Authoritative articles on playing the races, or on methods of play." writes Raleigh S. Burroughs, editor of *Turf and Sport Digest*, 511 Oakland, Baltimore 12, Md. Payment is 1 cent, on publication.

— 461—

Notes on changes:

Hometown—The Rexall Magazine is the new name for the former Rexall Magazine. Janet Blech continues as editor at 8480 Beverly Blvd., Los Angeles 48.

Plain Talk has been discontinued in favor of a new magazine of comment entitled Freeman, edited by John Chamberlain, Henry Hazlitt, Suzanne La Follette, at 240 Madison Ave., New York 16.

- A&J
Ace High Western and Walt Coburn Western have been discontinued. Ranch Love Stories and Modern Love Stories have been dropped from the Martin Goodman chain.

-AbJ-

Avon Publishing Company, which issues several magazines and published 25-cent books, has moved to a new address at 575 Madison Ave., New York 22. Street & Smith has moved offices of Mademoiselle, Living for Young Homemakers, and Charm to the same address; S&S Astounding Science Fiction moves to 304 E. 45th St. and the firm's All Star Sports will be dropped after the next issue.

— A&J —

Newest shift for *Glamour* is toward an audience of young business women. Elizabeth Penrose continues as editor of this Conde Nast magazine, 420 Lexington Ave., New York 17.

- Ab J -

Publishing houses making changes in location: Doubleday & Co., to 575 Madison Ave., New York 22, including their subsidiaries The Literary Guild, Dollar Book Club, Crime Club, PermaBooks, and various reprint names. G. P. Putnam's Sons and Coward-McCann have moved to 210 Madison Ave., New York 16.

A&1

Canadian Homes & Gardens, 481 University Ave., Toronto, Canada, has shifted needs somewhat and notes a need for illustrated, practical how-to articles up to 1,000 words. Enquiries should be addressed to J. McKinley. Most of the Thrilling pulp titles – detective, western, and sports—have dropped their upper limit for short stories from 6,000 words to 5,000. All the regular pulps at Popular are now bi-monthlies. -4kI

The American Home editor, Mrs. Jean Austin, has a special interest now in illustrated how-to articles on the home. Rates are good; address, 444 Madison Ave., New York 22.

- 48:1 -

Why, the new magazine launched last fall, now indicates a special need for psychiatric case-histories written with reader interest. Rate is 3 cents. on acceptance; address, 17 E. 45th St., New York

- A&J -A need for photos which tell stories about dogs

or other animals is repeated by W. A. Swallow, editor of *Our Dumb Animals*, 180 Longwood Ave., Boston 15. Payment is low, \$1 up.

- A&J -

In the fast turn-over in the science-fiction and fantasy field, Avon has dropped Out of This World Adventures. It continues 10-Story Fantasy and the reprint Avon Fantasy Reader, and another reprint outlet, Avon Science-Fiction Reader has been launched. Donald A. Wollheim edits the Avon magazines at the new address, 575 Madison Ave., New York 22.

SEVENTH ANNUAL

WRITERS' WORKSHOP

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Free information may be secured by writing Dr. Alan Swallow, Director of the Writers' Workshop, University of Denver, Denver 10 Buy-Rite Buying Guide, announced in our January issue, has already suspended publication.

- A&J -

Changes have again come to the young people's magazines published by the Parents Institute, 52 Vanderbilt Ave., New York. Compact is the new title for Senior Prom—also formerly called Calling All Girls; Twenty-One is the new name for the former Varsity. The changes are based on the premise that, during time of stress, the interests of young people become more outward and mature. This will be the new slant for both magazines.

- A&I -

New "little" literary magazine is Olivet Quarterly to be published at Olivet College, Olivet, Mich. Emphasis will be placed on creative material rather than critical. James Camp is editor; low payment is offered. Essence is also a new literary magazine, to be published twice a year by Joseph Payne Brennan, 573 Orange St., New Haven, Conn.

- A&I -

Carnival, the new magazine announced from 715 5th Ave., New York 19, for distribution through department stores, is not a free-lance market, according to latest report.

- A&J -

The Quatrain is a small poetry magazine, publishing only 4-line verse, edited by H. L. Motsinger, Creal Springs, Ill. Payment is by prizes only.

— A&J —

Keith A. Knowlton, editor of New Liberty, asks us to remind all U. S. readers that when they sub mit manuscripts to Canadian publications, return envelopes should carry Canadian postage, or return postage should be provided for by international reply coupon; U. S. postage, of course, will take a manuscript into Canada or other foreign country, but it won't bring it back!

- A&J -

Gordon Keith, editor of Dancing Star, 376 Almaden, San Jose 10, Calif., needs biographical sketches, 1200-1500 words, on well-known dancers, how they got started, what they are doing at present, their future plans and advice to aspiring dancers. Payment is \$10 minimum; photos are bought at \$3-\$4; cartoons on dancing are needed, also. In large cities, current news on dancing may be reported; payment for such material published is 30-40 cents per column inch.

- A&I -

Mechanix Illustrated, edited by William L. Parker, 67 W. 44th St., New York 18, reports the following tip: "Always looking for good Money Making Idea articles about men who developed unusual ideas into profitable businesses; strong human interest pieces about inventors and inventions; short takes with photos of famous men with unique hobbies; just about everything else with appeal to the gadget-minded, science-minded guy of 30 or thereabouts, who likes to tinker in his workshop and garage and dream of making a million bucks." -A d = -A d =

Felix Fellhauer, editor of J&F Feature Service. P. O. Box 8101, Lakewood, Calif., offers his Writer's Bulletin No. B-1-1002 to those free-lancers who may be interested in writing for a house-organ syndicate.

Schubert Publications, 220 So. Michigan Ave., Chicago 3, Ill., announces a new magazine to be called Plays & Players. The first issue will probably carry an October dateline. "The magazine will feature name by-lines on fact articles on all phases of stagecraft, news of interest to amateur Thespians, helpful hints and how-to items. But of major interest will be the need for plays. We want previously unpublished three-act and one-act plays. Comedy, drama or mystery-it makes no difference -but they must be clean without being 'preachy' and, if possible confined to one set. Payment on acceptance for all rights is announced at \$500 for three-act, \$150 for one-act plays. We are catering to the non-professional field. However, our agreement on acceptance of a play will include a guarantee of 50 per cent of funds received in the event that the play is sought for professional presentation on stage, screen, radio, or TV." Frederick O. Schubert is editor.

- A&J -

The Illinois Bell Telephone Co. will pay a minimum of \$50 for cartoons accepted for Telebriefs, a midget newspaper enclosed with bills sent to customers. Since columns are small, cartoons must be clear and simple. Cartoons must have a telephone slant but may cover a wide range of activities. Purchase includes all rights to Bell System usage. Rough should be sent to Mr. Bradstrum, Room 1601, 208 W. Washington St., Chicago 6.

- A&I -

National Civil Service League, a non-profit and non-partisan organization of persons interested in merit personnel systems in government employment, offers its services to editors and writers. It is prepared to supply up-to-date information on government manpower problems, to check manuscripts for accuracy and constructive criticism. The offer has been made by James R. Watson, executive director, 120 E. 29th St., New York 16.

- A& -

Last-minute changes in former market lists:

New Republic is no longer in the market for verse and should be scratched from the annual

verse market list in February.

As reported in this column, the chairman of the American Scene Poetry Contest for 1951 is Mrs. Verdie McMillen, 1685 Olive St., Denver 7, rather than Helen Steckel Foster, as reported in the February verse list.

American Builder, trade journal, is no longer a

free-lance market.

Lux Theater—TV was inaccurately reported in our January issue as edited by Arthur Heinemann of CBS; our March list reported the correct editorial address as 420 Lexington Ave., New York. Mr. Heinemann informs us that this show is not open to the free-lance writer.

- A&I -

Sports Afield—although an outdoorsman's magazine—must be counted a small market for fiction. Suitable stories are used in the shorter lengths, and payment is good by the piece, not the wordcount. Address Ted Keating, 401 Second Ave., S. Minneapolis, Minn. Simularly, Hunting & Fishing (combined recently with Outdoorsman), 814 S. Michigan Ave., Chicago, uses a few short stories on hunting, fishing, dogs, accompanied with photos.

Flozari Rockwood, editor of two verse magazines, Garret and Notebook, at Box 5804, Cleveland 1, Ohio, writes that, after an illness, she is publishing these magazines again.

- A&I -

Although our trade journal market survey found information that Art Material Trade News of Chicago pays upon acceptance, trade journal writers inform us that the magazine pays upon publica-

- A&J -

In Milwaukee the Allied Authors group holds an open meeting once a month in the Press Club. Those interested should get in touch with Larry Sternig, 1532 N. 22nd St., Milwaukee 5, Wis., or phone Division 4-1166.

- A&J -

Manuscripts sent to Modern Age, 9620 S. Yates Ave., Chicago, are being returned by Louise Crips, editor of Baby Post, 67 E. 59th St., New York, since her organization has taken over Modern Age.



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The beginning writer craves the comforting consolation of seeing his name and work in print, and the oftener the better. So great is this desire that he contributes a lot of stuff gratis to anyone who will be kind enough to print it. That's what I did, anyhow. And now from my own experience I want to offer a word of caution about the nature of the publications in which you let your work and your name appear—whether gratis or for pay.

Just this morning my mailbox turned up a copy of a magazine to which I once contributed a bit of verse for free. Every so often a copy of this magazine shows up unwanted in my mailbox. And each time I resolve to write the editor to take my name off his mailing list. When I sent my contribution to this periodical I knew very little about it, having seen only one issue. But when I received a copy of the issue containing my verse, I was far from proud of my appearance in it.

This magazine features slovenly writing, bad printing and make-up, and advertising which I consider questionable; it is continually promoting schemes with which I certainly would not want my name connected, even remotely. Contrary to my usual custom of passing on to others to read the publications I receive I tear this one to bits, lest someone be injured by it.

The point I wish to make is that if I had first investigated, I would never have submitted to this magazine in the first place, not for any price. Sure, I was eager to appear in print just as often as possible—I still am!—but I didn't want it that much.

MONDAY MORNING STIMULATORS

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An earlier and worse experience occurred when a man who knew I wanted to write said he knew the editor of a small magazine who would probably be glad to have me do a column. The editor was willing but promptly told me that of course he couldn't pay me. He added that I could "plug" anybody or anything I wanted and make any arrangements I chose with them. Although I needed money pretty badly, I didn't care for that way of getting it.

It wasn't until after my first column appeared that I discovered that the magazine was the least of the editor's enterprises; that it was, in fact, only his means of collecting on some other pretty lucrative "businesses." My first column here was my last, believe me.

And so to the beginner I say: Be careful of the company you keep. Be careful of the publications to which you offer your work; try to be sure their standards are your standards. If there's any question in your mind, skip the whole thing. Give away your work at first, if you have to. But know the publication which will use it. Seeing your work in print may give you just the bit of reassurance you need. But it will fail in this, if you are not sincerely proud of the company you are in, if you are not proud of the paper in which your efforts appear.

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The Brief Case

I was particularly impressed with the truth of Catharine Barrett's remarks about how slang and profanity if used literally seem over-emphasized and often offensive because so emphasized. A story with this fault was recently read at a meeting of our A.A.U.W. group here, and I thought later that the author's work would have benefited greatly if she had been guided by Mrs. Barrett's advice.

Alta B. Dunn

Here is an item that may be of interest and some help to the radio script writer of our vast congregation: "Murder Is My Business" by Frank Phares appears in a recent issue of Collier's-page 18 of the Feb. 17 issue. The author is an old hand at script writing and gives a lot of the inside workings of handling and producing a script. Rexford F. Mortimer

Editor's note: Our readers may also be interested in the John Masefield autobiography which Atlantic began as a serial in their March issue. The title is "The Joy of Story-Telling."

Let me give you a little tid-bit on my use of your magazine. There was an article on contests, a few months ago. I read it and in a few days noticed a contest in the magazine. Using your new article I tried it out, in a hurry, and won a small prize. Now I am much interested in seeing the next one. Just another reason I am thoroughly sold on A&J. I have depended on it for market lists for several years now.

Letty Moon

In "Mostly Personal" for February, you indicate that the majority of writers prefer fiction. I, for one, am becoming tired of the modern tendency to move fiction into the corner for the sake of articles. Much can be conveyed in a well-written piece of fiction; leave article-writing

to the newspapers.

Personally, I liked the magazine stories of twenty and thirty years ago better than most of those today. In those days there were whimsy and delight. I wish now we had more glamour and delight in our stories, as life should be if we had a peaceful world. If every writer would send one letter to one editor asking for more fiction, maybe we'd get it!

Aurora Chestnut

Prize Contests

The annual Houghton Mifflin Literary Fellowship Awards are now in their seventeenth year. Closing date for the current award is Dec. 31, 1951. The awards are in the amount of \$2400 (one-half advance against royalties and the other half outright) for the book project judged best among the entries filed. The project may be a finished manuscript or work in progress. Application forms may be secured from Houghton Mifflin Co., 2 Park St., Boston, Mass. LOST, ONE PLOT

The door-bell's ring Displeases me-It interrupts my writing,

When back to work It's with a frown-'Cause then I'm caught, With my plot down.

-R. Carlton Henderson.

ECOMMENDED EADING

(A&J is glad to recommend the following books, for they combine enjoyable reading with sound instruc-tion. You may place orders for any of them with either the Publisher or our Book Department.)

1 ANCHOR IN THE SEA, an Anthelogy of Psychological Pic-tion, Edited by Alan Swallow. A book of examples particu-larly valuable for the writer of "quality" fiction. Special paper edition for A&J readers. \$1.09.

paper edition for A&J readers. \$1,000.

2. NEW POETRIC LAMPS AND OLD by Stanion A. Cobleniz. The Wings Fress, Mill Valley, Calif. The spotlight turned on the new poetic movement. A book to clear away the confusion besetting our verse writers. "The fullest, sanest and most eloquently persuavie treatise on the subject I have seen."—Gibert Thomss, noted Smallish poet, critic and biographer, in The Christian World (London). \$3,00.

grapher, in The Christian World (London). \$3.00.

3. THE TECHNIQUE OF PICTION by Willard E. Hawkins. The widespread use of THE TECHNIQUE OF PICTION is classroom, as well as in successful writers' libraries, is a clear indication of the value of this book. Hawkins, the founder of the control of the control

5. ON THE LIMITS OF POETRY by Allen Tate. Collected critical essays by the outstanding name among "the new critics," together with some essays on fiction. \$4.00.

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8. A GUIDE TO AMERICAN FOLKLORE by Levette J. David-

S. A GUIDE TO AMERICAN FOLKLORE by Levetic J. Davides sen. A complete guide to all types of folkiore, with bibliography, names and addresses of outstanding collectors, suggestions for collecting and development. \$2.00.

WRITING FOR YOUNG PEOPLE by Mabel Louise Rebinsen, Thomas Nelson & Sons. 335 Madison Ave., New York 17, N. Y. The art of juvenile story writing by the famous teacher of Colimbia's Writer's Workshop. "As different as possible from a how-to-do-ft manual, quite and the collection of the collection of the collection of the collection of good writing."—May Lamberton Becker. \$2.75.

of good writing."—May Lamberton Becker, \$2.75.

10. FOHMS OF MODERN PICTFON, edited by William Van O'Connor. University of Minnesota Press, Minneapolis 14 Minn. A collection of best criticism of fiction from the recent critical movement. Contributors include Mark Schorer, Allen Tate, T. S. Eliot, Robert Penn Warren, Lionei Trilling, Warren Beck, and other writers of fiction and criticism. \$4.56.

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Anniversaries. Any writer automatically goes through this book twice: the first time, out of sheer interest in the rich and dramatic tapestry of the past, so nicely summarized here. The second time, the writer scans the book for marketable ideas and there are hundreds of them for everything from novels to fillers.

Looking back a hundred years ago today, for instance, I see this: "Rigoletto, Giuseppe Verdi's tragic and perhaps most popular opera, premiered in Venice. Fearing its grim satire on royalty, police forced Verdi to change its name from The Curse and its chief character from king to a duke."

The book is illustrated.

MOSTLY PERSONAL

(Continued from page 3)

wish to guarantee I won't be charged for aiding you to get a clean printed copy."

Naturally it must be remembered that if an author actually makes a number of changes, in proof, he will be calling upon a printer to set up, again, new pages, and there is no reason why he shouldn't be charged-only the actual cost, it is to be hoped. One writer had a few pages corrected, in a preface he had written, and he was charged \$200. This certainly is an outrage. Writers should be warned they'd better have some understanding, if possible, beforehand on this very odd and, sometimes, expensive subject.

- A+1-Harriett Crittenden added the picture-feature for this issue to her production as a free-lance author in New York City. She has sold both non-fiction and fiction, to the confessions and other popular magazines. Russell E. Offhauswell known in radio as writer, producer, and manager-is currently with a New Orleans sta-tion. Both Catharine Barrett and Mary Mack have contributed articles which have been found of great importance to the A&J people.

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